

NBI, Inc. 1117 North 19th Street Suite 1200 Rosslyn, VA 22209

Telephone: 703 522-6515

Word Processing Systems

October 18, 1983

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Central Intelligence Agency Washington, D.C. 20505

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Dear	
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We are pleased to submit the proposal for converting from rental to purchase the NBI Word Processing Systems installed at CIA and used by DDI. The comparisons you requested are also listed.

Special allowances for this conversion are:

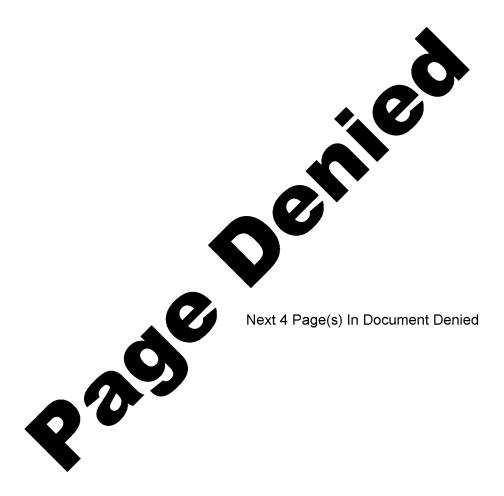
- Purchase prices have been adjusted to reflect reduced prices of the System 3000 Dual Disk Master, Single Disk Master, and Second Video Workstations.
- o The special 20% discount is again applicable. This offer will expire on October 31, 1983.
- Maintenance charges will be in accordance with the terms and conditions of the original contract 80-D-181907.
- o Maximum accrual of rental credits through September 30, 1983 have been allowed. The original agreement allowed for a maximum limit of 75% accrual toward purchase.
- o All rental monies will be paid through October 31, 1983.
- o The prices quoted above are unaudited and have been calculated to include rental credit through September 30, 1983. The possibility exists that adjustments in the final conversion amount will be necessary based upon final machine count and verification of the systems installed.

We thank you for your help and assistance in getting this proposal approved, and look forward to working with you on this. Call me at 448-8400 if you have any questions.

Sincerely yours,

Director of Government Operations

JDP:qlb



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Т 3000		NEW MODEL 3000		MODEL 300	00S		MODE	L 4000S	
JL QTY AMT	TOTAL	MDL QTY AMT	TOTAL	MDL QIY	AMT	TOTAL	MDL QTY	AMT	TOTAL
DDM 77 \$8,400.00	\$ 646,800.00	DDM 77 \$7,224.00	\$ 556,248.00						
2VD 50 2,500.00	125,000.00	2VD 50 2,150.00	107,500.00						
SSM 46 7,400.00	340,400.00	SSM 46 6,364.00	292,744.00	SSM 173	\$4,257.00	\$ 736,461.00	SSM 173	\$5,246.00	\$ 907,558.00
PTR 112 5,000.00	560,000.00	PTR 70 4,850.00	339.500.00	PTR 44	3,354.00	147,576.00	PTR 44	3,354.00	147,576.00
		PTR 42 4,330.00	181,860.00						
PTR 6 9,000.00 (Twin Track)	54,000.00	PTR 6 7,740.00	46,440.00						
SF 2 2,200.00	4,400.00	SF 7 1,892.00	13,244.00	SF 7	1,892.00	13,244.00	SF 7	1,892.00	13,244.00
SF 5 1,990.00	9,950.00								
SOFTWARE	77,200.00	SOFTWARE	66,392.00	SOFTWARE		66,392.00	SOFTWARE		66,392.00
TOTAL	\$1,817,750.00		\$1,603,888.00			\$ 963,673.00			\$1,134,770.00
RENTAL CREDITS	(789,987.44)								
20% DISCOUNT	(205,552.51)								
MAINTENANCE	141,480.00	(12 mo.)	106,888.00	(9 mo.)		106,110.00	(9 mo)		106,110.00 (9 то)
LEASE	60,526.00	(1 mo.)	60,526.00	(1 mo.)		60,526.00	(1 mo)		60,526.00 (1 mo)
TOTAL FOR FY 84	\$1,024,216.05		\$1,770,524.00			\$1,130,309.00)		\$1,301,406.00